

New Jersey Ghana and South Africa

Trade and Business Mission

May 10–22, 2003



WELCOME

The New Jersey Commerce & Economic Growth Commission is proud to announce its inaugural trade and investment mission to the key African nations of Ghana and South Africa. Commerce Secretary William D. Watley will lead an envoy of businesses that will visit the cities of Johannesburg, Cape Town, and Pilanesburg, South Africa and Accra, Ghana, to develop and enhance New Jersey's business relationships globally.

In many industry sectors such as power supply, telecommunications, information technology and transportation, competition is keener than ever. Successful companies are looking for opportunities in economies around the world.

With the globalization of information and the Internet, new opportunities are emerging in countries previously underutilized. Among these opportunities are the continent of Africa and the countries of Ghana and the Republic of South Africa (RSA).

The business opportunities in Ghana and South Africa are surprising. Democracy and free enterprise are providing a foundation of economic growth unmatched in the past century.

Current economic trends are encouraging and confirm opportunities for New Jersey's business. The Republic of South Africa accounts for more than 45 percent of Sub-Saharan Africa's Gross Domestic Product (GDP)

Similarly, Ghana is experiencing an economic rebirth with the inauguration of President John Kufuor in December 2000. In two short years, the nation has

become a trailblazing force in promoting economic reforms and democratic, pro-capitalist institutions and policies. Recognized as the "Gateway to Africa," Ghana has become the leading commercial hub of a vast and heavily populated West African coast. With a stable political leadership, guiding such a growing economic ship, Ghana's overall economy shows no signs of slowing down. Its GDP has averaged 5.5 percent over the last decade, and the nation was a prime beneficiary of the African Growth and Opportunity Act, which provides a foundation for increased investment and commercial relations with the United States, further enhancing its appeal to foreign investors.

- One-on-one pre-screened appointments
- Business and cultural briefings
- Select luncheons and dinners
- Business receptions
- Logistical coordination

To learn more about this exciting opportunity, contact Isaac Inyang by phone at (609) 292-5431 or e-mail at isaac.inyang@commerce.state.nj.us.

CONDITIONS OF PARTICIPATION

A. Criteria: Firms that participate in New Jersey Commerce & Economic Growth Commission's Trade Mission to Ghana and South Africa must promote products or services that meet one of the following criteria: manufactured or produced in New Jersey; or, if manufactured or produced outside of New Jersey, the product or service must be marketed under the name of a U.S. firm and have U.S. content representing at least 51 percent of the value of the finished goods or services.

B. Within limits of available resources, the New Jersey Commerce & Economic Growth Commission agrees to: (1) Provide publicity to attract to the Official Trade Mission potential importers, distributors, agents, buyers and end-users of the products or services featured in the Official Trade Mission. (2) Provide management staff to coordinate the Official Trade Mission. (3) Provide space for the Official Trade Mission. (4) After the Official Trade Mission, endeavor to forward in a timely manner to participant any follow up leads received by the New Jersey Commerce & Economic Growth Commission concerning said participant.

C. The participant agrees to: (1) Participate actively and send a representative on the Official Trade Mission. (2) Make a financial contribution (the "Participation Fee") in the amount specified to the New Jersey Commerce & Economic Growth Commission for use in funding all services provided to the participant, including marketing, operating and hospitality costs of the event, and other international trade promotional activities. A signed Participation Agreement is to be submitted with the contribution. (3) Furnish required number of catalogs and other requested information on participant's firm, its products, and participation objectives. (4) Ship catalogs and sales literature according to shipping and marketing instructions furnished by the Commission. (5) Reply promptly to any business inquiries generated by participation. (6) When requested by the New Jersey Commerce & Economic Growth, contribute information on sales results and agency agreements concluded or under negotiation. If the participant requests particular information to be treated confidentially, the Commission will honor the request to the extent possible under applicable law.

D. Other Conditions: (1) The Commission assumes no liability for damages or losses resulting from or related to the failure of the participant to comply with the provisions of these Conditions of Participation. If the Official Trade Mission is canceled or rescheduled, or the participant's literature does not arrive overseas in time for display, the participant waives all claims for liability against the New Jersey Commerce & Economic Growth Commission for damages or losses to the participant. (2) If, for any reason, the participant cancels its participation, its full financial contribution will not be refunded unless written notice of cancellation is received by the Commission at least 21 days before the date of the event. (3) The New Jersey Commerce & Economic Growth Commission may cancel an Official Trade Mission or the participation of any company for the convenience of New Jersey or the U.S. Government. In the event such a cancellation occurs, any contribution made by the participant will be refunded. (4) All applications for participation in the Official Trade Mission are subject to approval by the Commission. (5) While the Commission will make every effort to facilitate a successful Official Trade Mission, it is understood and agreed that the Commission does not guarantee in any way the success of the participant or the sales efforts of any participant. The only contractual obligations the Commission assumes are those expressly made herein or mutually agreed to by an amendment in writing.

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PARTICIPATION AGREEMENT

Please print clearly or type

1. Please identify yourself and your company.

Company Name _____

Contact Name _____

Title _____

Department _____

Address _____

City _____

State _____ Zip Code _____

Phone _____ Fax _____

2. What industry sector is your company in?

- ☐ Pharmaceuticals or Biotechnology manufacturing
- ☐ Environmental technology and equipment
- ☐ Information technology
- ☐ Food processing or packaging equipment
- ☐ Telecommunications
- ☐ Healthcare
- ☐ Manufacturing
- ☐ Construction
- ☐ Medical equipment
- ☐ Security systems and safety
- ☐ Education and training
- ☐ Travel and tourism
- ☐ Agribusiness
- ☐ Energy, road and infrastructure
- ☐ Other

3. Briefly summarize the products or services your company offers.

4. Number of employees?

- ☐ 1–10 ☐ 11–50 ☐ 50–100
- ☐ 101–299 ☐ 300–500 ☐ Over 500

5. Is your company new to exporting?

- ☐ Yes ☐ No

5a. Please check the appropriate box that indicates the type of business relationships you seek to establish in one-on-one meetings in Ghana.

- ☐ Sales agent/representative
- ☐ Partnership/join venture
- ☐ Distributor
- ☐ End user/direct sales/dealer
- ☐ Licensing agreement
- ☐ Franchise

5b. Please check the appropriate box that indicates the type of business relationships you seek to establish in one-on-one meetings in South Africa.

- ☐ Sales agent/representative
- ☐ Partnership/joint venture
- ☐ Distributor
- ☐ End user/direct sales/dealer
- ☐ Licensing agreement
- ☐ Franchise

6. If you have an agent who will attend the one-on-one meetings in Ghana and/or South Africa scheduled for your company, fill out the following information.

Company Name _____

Contact Name _____

Title _____

Department _____

Address _____

City _____

State _____ Zip Code _____

Phone _____



7. Please sign and return this Participation Agreement with payment of \$2,000 for full participation or \$1,500 for one country only, made payable to the New Jersey Commerce & Economic Growth Commission, Office of International Trade and Protocol, P.O. Box 820, Trenton, NJ 08625. By signing this Participation Agreement I acknowledge that I have read the Terms and Conditions on the back.

**Register by March 7, 2003 and receive a \$500 discount.*

Please check one:

- ☐ Ghana and South Africa \$2,000
- ☐ Ghana only \$1,500
- ☐ South Africa only \$1,500

I agree to abide by the terms of the *Participation Agreement* and acknowledge that the information provided by me to the New Jersey Commerce & Economic Growth Commission in connection with the trade mission may be made available to the public.

Signature

Date

Please print or type your name

Title

PASSENGER INFORMATION

Full name (*exactly as it appears on your passport*)

Business phone

Residence phone

Please indicate any special dietary requirements or health needs

Physical disability
(*requiring wheelchair or special assistance*)

Passport Information Section

Passport number

Date of issue

Place of issue: City State

Country Expiration date

Date of birth

Country of citizenship

Emergency Contact

Name

Relationship

Address

Day phone

Evening phone